

OMB APPROVAL

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8-65976

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

RANT IDENTIFI	CATION	
ırance Agency Servi	ces, LLC	OFFICIAL USE ONLY
S: (Do not use P.O. E	Box No.)	FIRM I.D. NO.
(No. and Street)		
Michigan	486	037-0307
(State)	(Zip Code)
TO CONTACT IN	REGARD TO THIS REI	PORT
***		(Area Code - Telephone Number
TANT IDENTIFI	CATION	
opinion is contained i	n this Report*	
– if individual, state last,	first, middle name)	
stlake	Ohio	44145
(City)	(State)	(Zip Code)
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ates or any of its poss	essions. THOM	⁷ 2007
OFFICIAL USE C	18710	SUN
	(No. and Street) (No. and Street) Michigan (State) N TO CONTACT IN I	urance Agency Services, LLC S: (Do not use P.O. Box No.) (No. and Street) Michigan (State) TO CONTACT IN REGARD TO THIS REF TANT IDENTIFICATION opinion is contained in this Report* - if individual, state last, first, middle name) estlake Ohio

*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

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SEC 1410 (06-02)

OATH OR AFFIRMATION

my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of Plante Moran Insurance Agency Services, LLC of June 30 2007 are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows: Notary Public Title SUSAN E. HAMILTON Notary Public, State of Michigan County: Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland Oakland Of Statement of Changes in Financial Condition. (e) Statement of Changes in Financial Condition. (f) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital. (g) Computation of Net Capital. (h) Computation of Net Capital. (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3. (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3. (i) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-3. (i) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-3. (ii) An Oath or Affirmation. (iii) An Oath or Affirmation and the provious	Ι, _	Trevor D. Royston	, swear (or affirm) that, to the best of
neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows: Company	my		
neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows: Company	of	June 30	, 2007 , are true and correct. I further swear (or affirm) that
Title SUSAN E. HAMILTON Notary Public, State of Michigan County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My County of Oakland My Commission Expires Jun. 18, 2011 Acting in the County of Oakland My Coun			
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This report ** contains (check all applicable boxes): Acting in the County of Outland Actin	O	Man E Hambton Notary Public	SUSAN E. HAMILTON Notary Public, State of Michigan
 ☑ (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital. ☐ (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors. ☑ (g) Computation of Net Capital. ☑ (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3. ☑ (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3. ☑ (j) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3. ☐ (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation. ☑ (l) An Oath or Affirmation. ☐ (m) A copy of the SIPC Supplemental Report. 	X X X	(a) Facing Page.(b) Statement of Financial Condition.(c) Statement of Income (Loss).	My Commission Expires Jun. 18, 2011
 (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3. (j) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3. (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation. (l) An Oath or Affirmation. (m) A copy of the SIPC Supplemental Report. 		(e) Statement of Changes in Stockholders' Equity(f) Statement of Changes in Liabilities Subordinat(g) Computation of Net Capital.	ed to Claims of Creditors.
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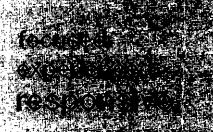
^{**}For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

PLANTE MORAN INSURANCE AGENCY SERVICES, LLC

INDEPENDENT AUDITORS' REPORT

JUNE 30, 2007



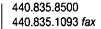


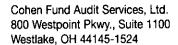
PLANTE MORAN INSURANCE AGENCY SERVICES, LLC

JUNE 30, 2007

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MEMBER AND BOARD OF DIRECTORS PLANTE MORAN INSURANCE AGENCY SERVICES, LLC

Independent Auditors' Report

We have audited the accompanying statement of financial condition of Plante Moran Insurance Agency Services, LLC as of June 30, 2007, and the related statements of income, changes in member's equity and cash flows for the year then ended that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Plante Moran Insurance Agency Services, LLC as of June 30, 2007, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II, and III is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in our audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Cohen Fund audix Services

August 16, 2007 Westlake, Ohio





STATEMENT OF FINANCIAL CONDITION

JUNE 30, 2007

ASSETS

CASH AND CASH EQUIVALENTS	<u>\$ 438,753</u>	
RECEIVABLES Accounts receivable Unbilled work in process Employee advance TOTAL RECEIVABLES	5,600 984,632 500 990,732	
DUE FROM RELATED PARTY	22,286	
TOTAL ASSETS	<u>\$ 1,451,771</u>	
LIABILITIES		
ACCOUNTS PAYABLE AND ACCRUED EXPENSES	\$ 47,931	
DUE TO RELATED PARTY	59,762	
TOTAL LIABILITIES	107,693	
MEMBER'S EQUITY		
MEMBER'S EQUITY	1,344,078	
TOTAL LIABILITIES AND MEMBER'S EQUITY	<u>\$ 1,451,771</u>	

STATEMENT OF INCOME

YEAR ENDED JUNE 30, 2007

REVENUE	<u>\$ 1,550,897</u>
EXPENSES Commissions, employee compensation and benefits	272,716
Other expenses	<u>274,428</u>
TOTAL EXPENSES	<u>547,144</u>
NET INCOME	<u>\$ 1,003,753</u>

STATEMENT OF CHANGES IN MEMBER'S EQUITY YEAR ENDED JUNE 30, 2007

BALANCE – JULY 1, 2006	\$ 630,325
NET INCOME	1,003,753
MEMBER'S EQUITY DISTRIBUTIONS	(290,000)
BALANCE – JUNE 30, 2007	<u>\$1,344,078</u>

STATEMENT OF CASH FLOWS

YEAR ENDED JUNE 30, 2007

CASH FLOW PROVIDED FROM OPERATING ACTIVITIES Net income Increase (decrease) in cash resulting from changes in	\$ 1,003,753
operating assets and liabilities Accounts receivable and unbilled work in process Due to related party Employee advance Accounts payable and accrued expenses Net cash provided by operating activities	(562,270) (8,374) (123) <u>14,582</u> 447,568
CASH FLOW USED IN FINANCING ACTIVITY Member's equity distributions	(290,000)
NET INCREASE IN CASH AND CASH EQUIVALENTS	157,568
CASH AND CASH EQUIVALENTS – BEGINNING OF YEAR	281,185
CASH AND CASH EQUIVALENTS - END OF YEAR	<u>\$ 438,753</u>

NOTES TO THE FINANCIAL STATEMENTS

ORGANIZATION

Plante Moran Insurance Agency Services, LLC (the Company), a Michigan Limited Liability Company, is a broker-dealer registered with the Securities and Exchange Commission (SEC), the States of Michigan, Ohio, and Illinois, and is a member of the National Association of Securities Dealers, Inc. (NASD), specializing in providing professional services and products to its clients. The Company shall continue in perpetuity unless it is dissolved or terminated pursuant to its operating agreement or involuntarily pursuant to any regulatory action. The Company is an introducing broker-dealer and uses exclusively Valmark Securities, a registered broker-dealer, as its clearing agent when placing variable insurance contracts on behalf of its clients. The Company is a whollyowned subsidiary of P&M Holding Group, LLP.

The NASD and NYSE consolidated their member regulation, enforcement and arbitration functions into a single self-regulatory organization (SRO) in July, 2007. This new entity has been named FINRA (Financial Industry Regulatory Authority).

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation and Revenue Recognition

The Company is engaged in a single line of business as a securities broker-dealer, which comprises several classes of services, including comprehensive insurance consulting and planning on behalf of its clients and the purchase of individual life, disability and long-term care insurance and the placement of those products to meet clients' needs.

Revenue for consulting services is recognized on an accrual basis of reporting using a production basis method of recording revenue, whereby staff charge hours representing time spent for client services rendered are multiplied by their respective staff billing rate to determine gross revenue. Then, an overage or underage is recorded to determine the amount billable to the client based on net realizable value. Commission revenue earned from the placement of insurance related products are recorded on the accrual basis upon approval by the insurer and acceptance of the policy by the client.

Cash and Cash Equivalents

At times during the year, the Company's cash accounts exceeded the related amount of Federal depository insurance. The Company has not experienced any loss in such accounts and believes it is not exposed to any significant credit risk.

The Company considers financial instruments with a maturity of less than 90 days to be cash equivalents.

NOTES TO THE FINANCIAL STATEMENTS.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Concentration of Credit Risk

The Company is engaged in various trading and brokerage activities in which counterparties primarily include broker-dealers. In the event counterparties do not fulfill their obligations, the Company may be exposed to risk. The risk of default depends on the creditworthiness of the counterparty or issuer of the instrument. It is the Company's policy to review, as necessary, the credit standing of each counterparty.

Four customers combined comprised approximately 70% of the unbilled work in process balance at June 30, 2007.

Four different customers combined comprised approximately 51% of revenue during the year ended June 30, 2007.

Accounts Receivable and Credit Policies

Accounts receivable are uncollateralized insurance company obligations due under normal trade terms requiring payments within 30 days. The Company generally collects receivables within 30 days.

Accounts receivable are stated at the amount billed to the customer and/or insurance companies. Payments of accounts receivable are allocated to the specific invoices identified on the customer's and/or insurance company's remittance advice or, if unspecified, are applied to the earliest unpaid invoices.

The carrying amount of accounts receivable is reduced by a valuation allowance that reflects management's best estimate of the amounts that will not be collected. Management individually reviews all accounts receivable balances that exceed 30 days from the invoice date and based on an assessment of current credit worthiness, estimates the portion, if any, of the balance that will not be collected. Additionally, management estimates an allowance for the aggregate remaining accounts receivable based on historical collectibility.

Unbilled Work in Process

Unbilled work in process consists primarily of commissions due on policies purchased by clients and consulting fees to be billed. Amounts are stated at estimated realizable value.

Income Taxes

The Company is a Michigan Limited Liability Company and has elected to be treated as a single member LLC "partnership" for federal income tax purposes. Under this election, the taxable income or loss of the Company is taxed directly to the member. Accordingly, the Company records no provision for federal income taxes.

NOTES TO THE FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Accounting Estimates

Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenue and expenses. Actual results could vary from the estimates that were used.

3. RELATED PARTIES

The Company entered into a management services agreement (the Agreement) with Plante & Moran, PLLC (P&M, PLLC), a wholly owned subsidiary of P&M Holding Group, LLP, the single member of the Company, whereby P&M, PLLC will provide general business management, administrative functions, financial management, support services, and the use of facilities for the benefit of the Company. In addition, certain employee-related expenses, legal and other expenses were paid by P&M, PLLC on the Company's behalf. The Agreement automatically renews in one year increments, unless notice of termination is given by either party.

For the year ended June 30, 2007, \$175,502 of expenses were allocated to the Company under the Agreement and consisted of the following:

Overhead charges (including Accounting, Human	
Resources, Technology, and Marketing)	\$ 125,541
Office administration	22,002
Facilities	27,959
Total	\$_175,502

In addition, included in revenue is approximately \$105,000 for consulting and other services rendered to P&M, PLLC by the Company. Included in other expenses is approximately \$52,000 of consulting provided by P&M, PLLC.

At June 30, 2007, the due to related party consisted of the amount due to P&M, PLLC related to services under the Agreement. The amount due from related party relates to services the Company's staff provided to P&M Holding Group, LLP and affiliates.

NET CAPITAL PROVISION OF RULE 15c3-1

Pursuant to the net capital provisions of Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain a minimum net capital balance, as defined, under such provisions.

The Company's minimum capital requirement is the greater of \$5,000 or 63/4% of aggregate indebtedness, as defined, under Securities and Exchange Commission Rule 15c3-1(a)(1), as it does not maintain customer accounts. Net capital may fluctuate on a daily basis. At June 30, 2007, the Company had net capital of \$331,060, which was \$323,880 in excess of its required net capital of \$7,180.

NOTES TO THE FINANCIAL STATEMENTS

4. NET CAPITAL PROVISION OF RULE 15c3-1 (Continued)

In addition to the minimum net capital provisions, Rule 15c3-1 requires that the Company maintain a ratio of aggregate indebtedness, as defined, to net capital, of not more than 15 to 1. At June 30, 2007, the ratio was .325 to 1.

5. EXEMPTION FROM RULE 15c3-3

The Company acts as an introducing broker or dealer, promptly transmitting all funds and delivering all securities received in connection with its activities as a broker or dealer and does not otherwise hold funds or securities for or owe money or securities to customers. The Company operates under Section (k)(2)(ii) of Rule 15c3-3 of the Securities Exchange Act of 1934 and is therefore exempt from the requirements of Rule 15c3-3.

6. RETIREMENT PLAN

The Company participates in a 401(k) plan administered by P&M Holding Group, LLP. The plan covers substantially all employees. The 401(k) plan provides for matching contributions equal to 50% of a participant's deferral up to 1% of the participant's total compensation. There were no contributions during the year ended June 30, 2007.

SUPPLEMENTAL INFORMATION

PURSUANT TO RULE 17a-5 OF THE SECURITIES EXCHANGE ACT OF 1934

JUNE 30, 2007

SCHEDULE I - COMPUTATION OF NET CAPITAL PURSUANT TO RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION

JUNE 30, 2007

NET CAPITAL Total member's equity from statement of financial condition Less: Non-allowable assets Accounts receivable Unbilled work in process	\$ 5,600 984,632	\$1,344,078
Employee advance Due from related party	500 22,286	_1,013,018
NET CAPITAL		<u>\$ 331,060</u>
COMPUTATION OF AGGREGATE INDEBTEDNESS - TOTAL LIABILITIES FROM STATEMENT OF FINANCIAL CONDITION		<u>\$ 107,693</u>
COMPUTATION OF BASIC NET CAPITAL REQUIREMENT - 62/4% OF AGGREGATE INDEBTEDNESS		<u>\$ 7,180</u>
MINIMUM REQUIRED NET CAPITAL		<u>\$ 5,000</u>
NET CAPITAL REQUIREMENT		<u>\$ 7,180</u>
EXCESS NET CAPITAL		\$ 323,880
RATIO OF AGGREGATE INDEBTEDNESS TO NET CAPITAL		,325 to 1

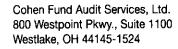
A reconciliation of the computation of net capital under Rule 15c3-1 as included in the Company's unaudited Form X-17a-5 as of June 30, 2007, filed with the Securities and Exchange Commission and the amount included in the accompanying Schedule I computation is not required as there were no audit adjustments.

SCHEDULES II AND III – COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS AND INFORMATION RELATING TO POSSESSION OR CONTROL REQUIREMENTS PURSUANT TO RULE 15c3-3 OF THE SECURITIES AND EXCHANGE COMMISSION

JUNE 30, 2007

The Company is not required to present the schedules "Computation for Determination of Reserve Requirements Under Rule 15c3-3" and "Information for Possession or Control Requirements Under Rule 15c3-3" as it meets the exemptive provisions of Rule 15c3-3, under Section (k)(2)(ii) of the Rule.







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MEMBER AND BOARD OF DIRECTORS PLANTE MORAN INSURANCE AGENCY SERVICES, LLC

Independent Auditors' Report on Internal Control Required by SEC Rule 17a-5

In planning and performing our audit of the financial statements and supplemental schedules of Plante Moran Insurance Agency Services, LLC (the Company) as of and for the year ended June 30, 2007, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making the quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by Rule 17a-13.
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.





Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal controls.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at June 30, 2007, to meet the SEC's objectives.

This report is intended solely for the information and use of the member, management, board of directors, the SEC, and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers and is not intended to be and should not be used by anyone other than those specified parties.

Cohen Fund andix Services

August 16, 2007 Westlake, Ohio

END